



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



Defense Logistics Agency Energy Europe & Africa Region AFRICOM Contracting Conference

Mr. Samuel Cooks
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Overview

- Mission, focus areas & vision
- Enterprise Business Volume
- Direct Delivery Fuels
- Program Areas
 - Into-Plane
 - Bunkers
 - Post, Camps and Stations
- Challenges
- Way Ahead



Who we are
We are America's combat logistics support agency
for energy
We provide effective and efficient support
To Warfighters and our other customers



Defense Logistics Agency Energy

Mission

To Provide the United States Department of Defense and Other Government Agencies with Comprehensive Energy Solutions in the Most Efficient and Economical Manner Possible!

Vision

Our Customers First Choice for Energy Solutions

Values

- People
- Service
- Excellence
- Innovation
- Trust





DLA Energy Enterprise

Military Fuel FY 10

Inventory	59.6M barrels*
Storage Locations	630
Barrels Sold	130.5M
Fuel Cards	\$731.5M
Aerospace Energy Sales	\$69.6M

Petroleum Sales: All Customers

FY05 Net Sales	132.5M barrels	\$ 8.5B
FY06 Net Sales	133.9M barrels	\$12.7B
FY07 Net Sales	132.4M barrels	\$12.6B
FY08 Net Sales	132.5M barrels	\$17.5B
FY09 Net Sales	129.0M barrels	\$12.2B

Foreign Military Sales FY 10

Net Sales	130.5M barrels	\$15.2B
Net Sales	130.5M barrels	\$340.5M
FY 11 Estimate	125.5M barrels	\$16.0B

* 42 Gallons = 1 Barrel

Installation Energy Awards FY10

Natural Gas	\$492M
Electricity	\$36.5M
Coal	\$31.8M
Renewable	\$1M
Energy Savings Performance	\$33.5M
Utility Privatization	\$616M

Forward Presence FY 10

Co-located: 3 Service Control Points
4 Geographic Regions: approx. 283 personnel

Personnel On Board FY 10

Civilians	1148
Military	63



Direct Delivery Fuels Mission

To manage the worldwide acquisition and integrated material management of commercial fuels delivered directly to the customer. Support short-notice provisioning of fuels to the warfighter for worldwide contingency operations.

Commercial Fuel Products

- Motor Gasoline (MOGAS)
- Gasohol
- Ethanol-based alternative fuels
- Automotive Diesel
- Biodiesel
- Kerosene
- Heating Oil
- Jet Fuel JA1, Jet A, TS-1
- Aviation Gasoline (AVGAS)
- Marine Gas-Oil (MGO)
- Intermediate Fuel Oils





Customers

- **Army and Army National Guard / Reserves**
- **Navy and Marine Corps**
- **Air Force and Air Force Reserves**
- **Other DoD Activities**
- **Postal Service**
- **GSA, Transportation, Agriculture, Commerce**
- **NASA, Interior, Justice, Energy**
- **Other Federal Civilian Agencies, State Department and DC Government**





Into-Plane

- **Support the Warfighter, Military Services and Federal/Civilian Agencies with aviation fuels at commercial airports worldwide.**

Into-Plane Contracts

- **Use AIR Card to order**
- **Any government agency can order any item at any location**
- **Periodic economic price adjustment**
- **No government inventory or facilities**



Contract Coverage - FY2009

Domestic:

- **345 Locations Supported**
- **343 Contracts**
- **\$1.1B Contract Value**
- **9.6M Barrels**

Overseas:

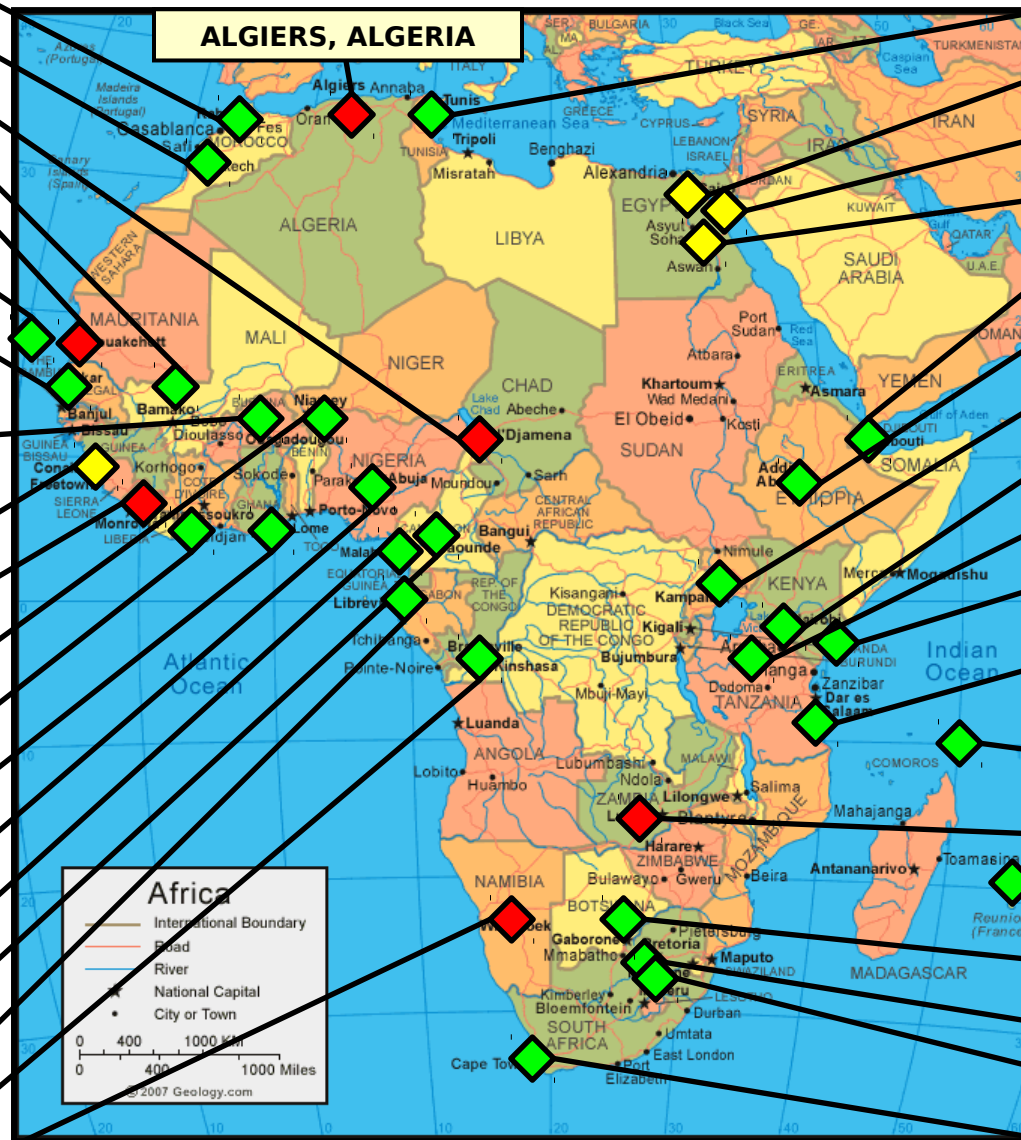
- **149 Locations Supported / 84 Countries**
- **35 Contracts**
- **\$732.6M Contract Value**
- **9.1M Barrels**

Sales

- **\$699.6M Contract**
- **\$166.7M Non-contract**



Africa Into Plane Locations

RABAT, MOROCCO**MARRAKECH,
MOROCCO****N'DJAMENA, CHAD****SENOU, MALI****NOUAKCHOTT,
MARITANIA****SAL, CAPE VERDE****DAKAR, SENEGAL****OUAGADOUGOU,
BURKINA FASO****CONAKRY, GUINEA****MONROVIA, LIBERIA****NIAMEY, NIGER****ABIDJAN, COTE
D'IVOIRE****ACCRA, GHANA****ABUJA, NIGERIA****DOUALA, CAMEROON****YAOUNDE, CAMEROON****LIBREVILLE, GABON****KINSHASA, CONGO****WINDHOEK, NAMIBIA****ALGIERS, ALGERIA****CARTHAGE, TUNISIA****CAIRO, EGYPT****SHARM EL SHEIKH,
EGYPT****LUXOR, EGYPT****AMBOULI, DJIBOUTI****ADDIS ABABA,
ETHIOPIA****ENTEBBE, UGANDA****NAIROBI, KENYA****ARUSHA, TANZANIA****MOMBASA, KENYA****DAR ES SALAAM,
TANZANIA****SEYCHELLES INT,
SEYCHELLES****LUSAKA, ZAMBIA****RAMGOOLAN,
MAURITIUS****GABORONE, BOTSWANA****LANSERIA, SOUTH****ORTAMBO, SOUTH****CAPE TOWN, SOUTH
AFRICA**

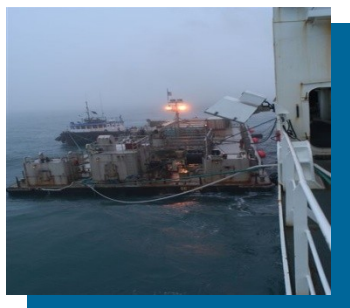


Commercial Bunkers

- **Support the Warfighter, Military Services and Federal/Civilian Agencies with ship propulsion fuels at commercial seaports worldwide.**

Ships Bunkers Contracts

- **Any government agency can order any item at any location**
- **Periodic economic price adjustment**
- **No government inventory or facilities**
- **Local Purchase in SCOMS since July 1, 2008**



Contract Coverage - FY2009

Domestic:

- **129 Ports Supported**
- **42 Contracts**
- **\$499.3M Contract Value**
- **5.8M Barrels**

Overseas:

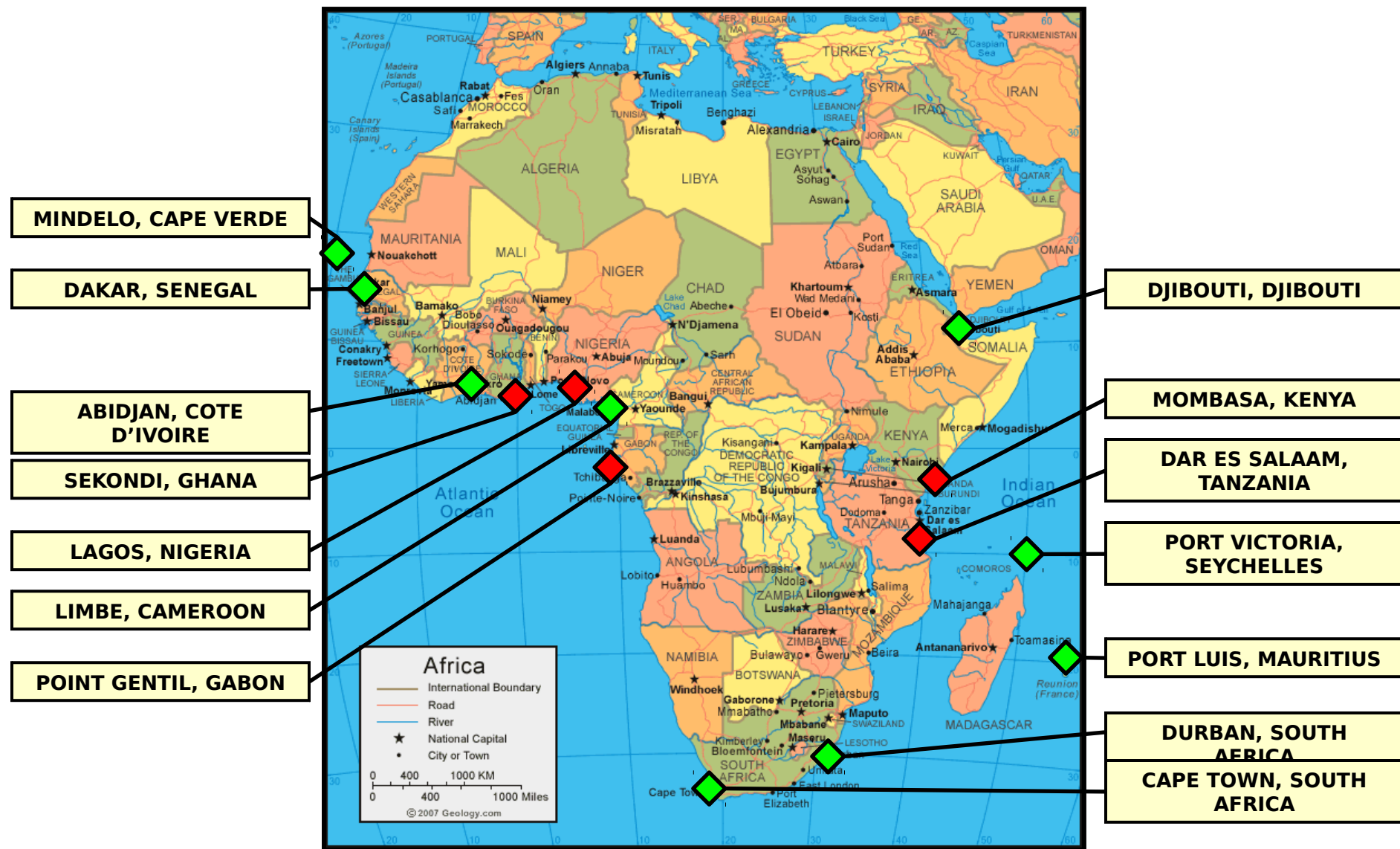
- **87 Ports Supported / 66 Countries**
- **24 Contracts**
- **\$1B Contract Value**
- **9.6M Barrels**

Total Sales

- **\$273.3M Contract**
- **\$5.9M Non-contract**



Africa Bunker Locations





Posts, Camps & Stations

- **Support the Warfighter, Military Services and Federal/Civilian Agencies with commercial ground fuels worldwide**

Ground Fuel Contracts

- **Periodic economic price adjustment**
- **Inventory for capitalized products**
- **Automatic fill for heating oil**
- **Decentralized orders & payment**
- **Best Value Contracting**
- **Organized by contractors/customers**
- **Support of OEF/OIF**

Contract Coverage - FY2009

Domestic:

- **224 Contracts**
- **1786 Activities Supported**
- **\$2.7B Contract Value**
- **30.4M Barrels**

Overseas:

- **71 Contracts, 38 Countries**
- **287 Activities Supported**
- **\$3.8B Contract Value**
- **31.3M Barrels**





AFRICOM PC&S Programs





Challenges

- Fuel specifications
- Security (airport/seaport)
- Refineries
- Limited infrastructure
- Limited competition



Way Ahead

- Communication
- Advance planning
- Market analysis
- Quality control
- Fuel storage

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